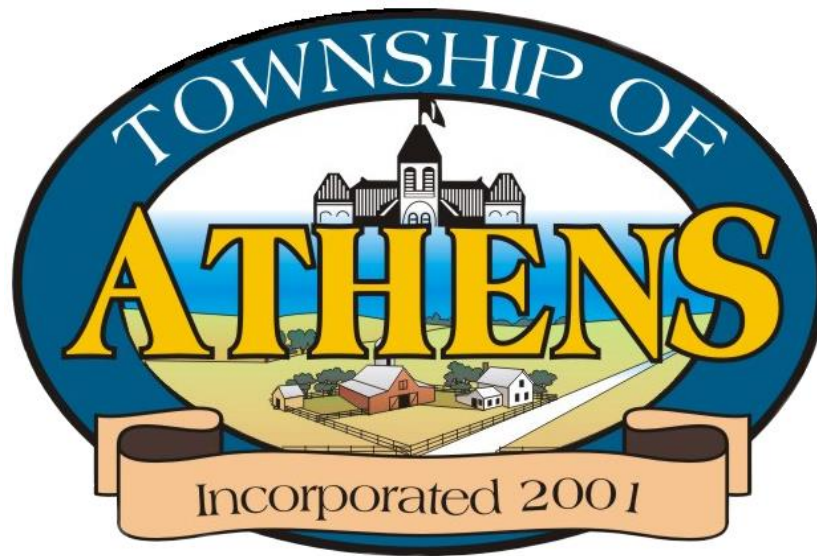


# Township of Athens

## Leeds-Grenville-Thousand Islands and Rideau Lakes

### 2022 Business Survey: Report



November 30, 2022

Survey Timeframe: October 4 – October 30, 2022

#### Prepared by:

United Counties of Leeds and Grenville  
Economic Development Office  
32 Wall Street, Suite 300, Brockville, ON

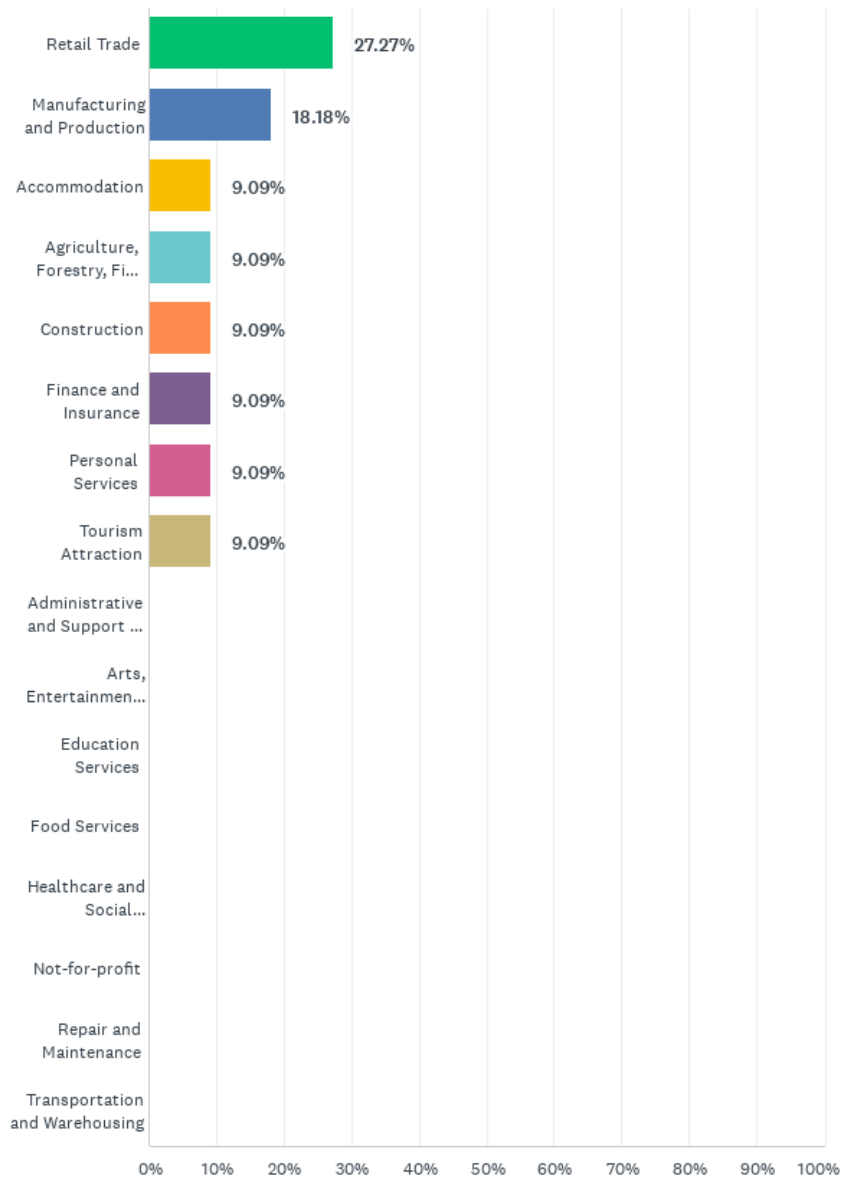


[invest.leadsgrenville.com/reportsandplans](https://invest.leadsgrenville.com/reportsandplans)

## #2 What sector is your business primarily operating in?

Answered: 11

Skipped: 0



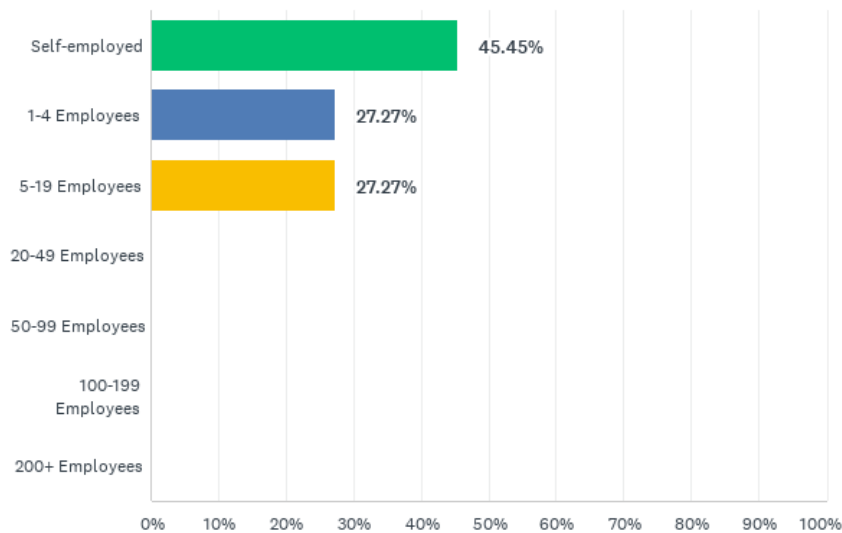
## #2 continued...

ANSWER CHOICES	RESPONSES	
Retail Trade	27.27%	3
Manufacturing and Production	18.18%	2
Accommodation	9.09%	1
Agriculture, Forestry, Fish and Hunting	9.09%	1
Construction	9.09%	1
Finance and Insurance	9.09%	1
Personal Services	9.09%	1
Tourism Attraction	9.09%	1
Administrative and Support - Business Services	0.00%	0
Arts, Entertainment and Recreation	0.00%	0
Education Services	0.00%	0
Food Services	0.00%	0
Healthcare and Social Assistance	0.00%	0
Not-for-profit	0.00%	0
Repair and Maintenance	0.00%	0
Transportation and Warehousing	0.00%	0
<b>TOTAL</b>		<b>11</b>

## #3 Typically, how many full-time equivalent employees does your company have?

Answered: 11

Skipped: 0



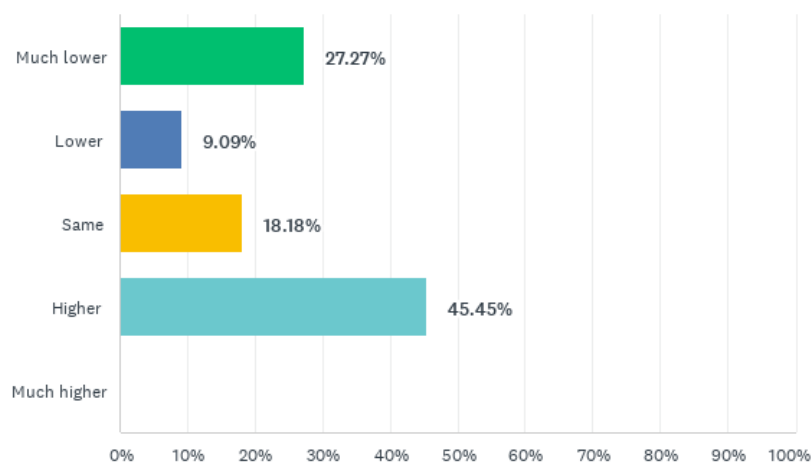
### #3 continued...

ANSWER CHOICES	RESPONSES	
Self-employed	45.45%	5
1-4 Employees	27.27%	3
5-19 Employees	27.27%	3
20-49 Employees	0.00%	0
50-99 Employees	0.00%	0
100-199 Employees	0.00%	0
200+ Employees	0.00%	0
<b>TOTAL</b>		<b>11</b>

### #4 Where is your business activity level today, compared with pre-COVID levels?

Answered: 11

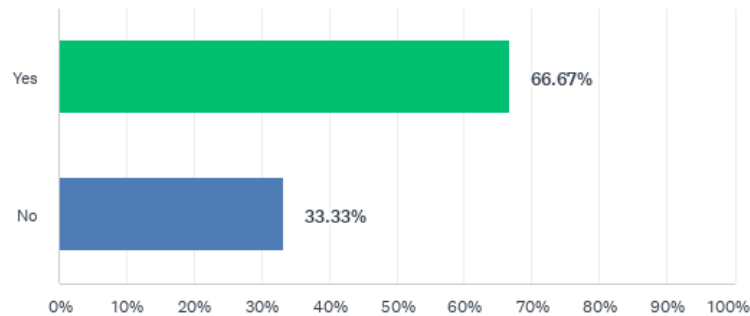
Skipped: 0



ANSWER CHOICES	RESPONSES	
Much lower	27.27%	3
Lower	9.09%	1
Same	18.18%	2
Higher	45.45%	5
Much higher	0.00%	0
<b>TOTAL</b>		<b>11</b>

## #5 If your business is growing, are you confident your demand levels will continue?

Answered: 6 Skipped: 5



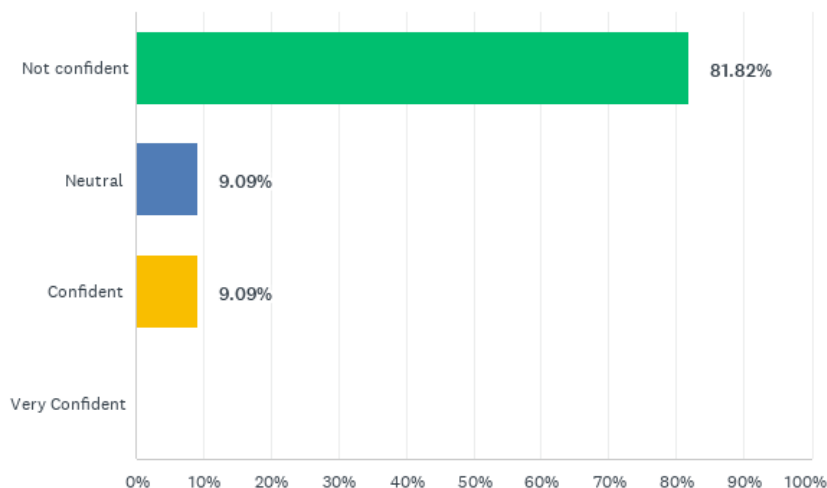
ANSWER CHOICES	RESPONSES
Yes	66.67% 4
No	33.33% 2

Total Respondents: 6

- My business is advisory, recruiting & consulting to agriculture. OMAFRA w OFA subsidized Farms.com to undermine & eliminate all specialized AG recruiters.
- Consumers are cutting back on spending due to increased household costs.

## #6 How confident are you in the strength of the economy?

Answered: 11 Skipped: 0



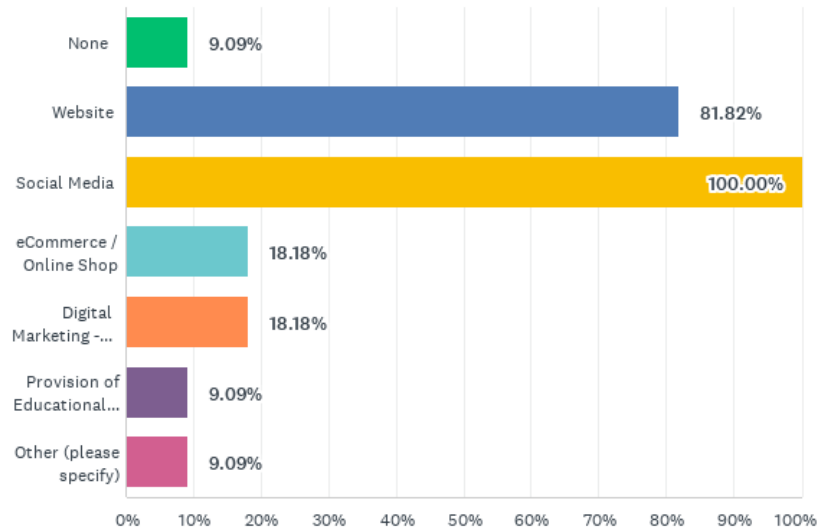
## #6 continued...

ANSWER CHOICES	RESPONSES
Not confident	81.82% 9
Neutral	9.09% 1
Confident	9.09% 1
Very Confident	0.00% 0
<b>TOTAL</b>	<b>11</b>

## #7 What type of online presence does your company have? (choose all that apply)

Answered: 11

Skipped: 0

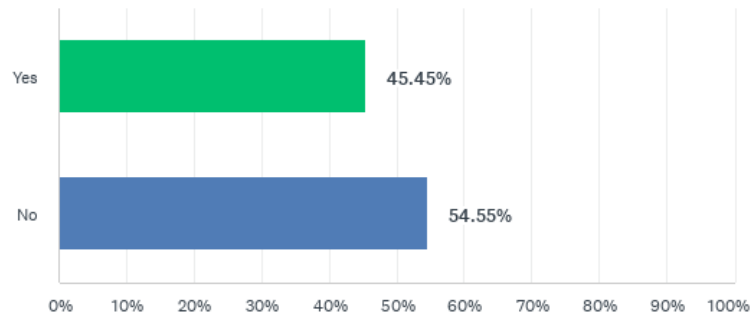


ANSWER CHOICES	RESPONSES
None	9.09% 1
Website	81.82% 9
Social Media	100.00% 11
eCommerce / Online Shop	18.18% 2
Digital Marketing - Advertising / Email	18.18% 2
Provision of Educational Webinars	9.09% 1
Other (please specify)	Responses 9.09% 1
<b>Total Respondents: 11</b>	

- Utilized all of the above. Have shut down my company & 2 others. I still do Sustainable Governance Workshops to associations & not-for-profits across Canada but now mainly by word of mouth/repeat clients.

**#8 Would you like to receive assistance with your online presence (website, social media, e-Commerce / online shop, digital marketing)? Please provide your contact information in #16.**

Answered: 11 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	45.45% 5
No	54.55% 6
<b>TOTAL</b>	<b>11</b>

**#9 Identify your biggest challenges using the rating scale for each item, with 1 being smallest and 10 being your biggest challenge.**

Answered: 11 Skipped: 0

	1	2	3	4	5	6	7	8	9	10	TOTAL
Increasing product prices	0.00% 0	0.00% 0	27.27% 3	0.00% 0	18.18% 2	0.00% 0	18.18% 2	18.18% 2	0.00% 0	18.18% 2	11
Supply chain	27.27% 3	9.09% 1	9.09% 1	0.00% 0	0.00% 0	0.00% 0	18.18% 2	9.09% 1	9.09% 1	18.18% 2	11
Labour force	27.27% 3	18.18% 2	0.00% 0	0.00% 0	9.09% 1	0.00% 0	0.00% 0	9.09% 1	9.09% 1	27.27% 3	11
Changes in your product demand	18.18% 2	18.18% 2	0.00% 0	18.18% 2	0.00% 0	0.00% 0	18.18% 2	9.09% 1	0.00% 0	18.18% 2	11
Increased overhead costs	0.00% 0	9.09% 1	0.00% 0	18.18% 2	9.09% 1	0.00% 0	9.09% 1	27.27% 3	9.09% 1	18.18% 2	11
Debt servicing capacity	36.36% 4	9.09% 1	0.00% 0	9.09% 1	18.18% 2	0.00% 0	9.09% 1	0.00% 0	0.00% 0	18.18% 2	11

## #9 continued...

- When groups are stressed, dysfunctional, chaotic... is when they need advice & help the most... but invariably that is when they rarely believe they need it. And when there is economic uncertainty? They need help even more.
- Our commercial E&O insurance is double what it was in 2019. Numerous companies are shutdown or out of business.

## #10 Identify your biggest workforce challenges using the rating scale for each item, with 1 being smallest and 10 being your biggest challenge.

Answered: 11

Skipped: 0

	1	2	3	4	5	6	7	8	9	10	TOTAL
Employees returning to the workplace	72.73% 8	9.09% 1	0.00% 0	9.09% 1	0.00% 0	0.00% 0	0.00% 0	9.09% 1	0.00% 0	0.00% 0	11
Ability to offer competitive wages and benefits	45.45% 5	0.00% 0	9.09% 1	9.09% 1	9.09% 1	9.09% 1	9.09% 1	9.09% 1	0.00% 0	0.00% 0	11
Desire for hybrid workplace models	90.00% 9	0.00% 0	0.00% 0	0.00% 0	10.00% 1	0.00% 0	0.00% 0	0.00% 0	0.00% 0	0.00% 0	10
Attraction of new employees	45.45% 5	0.00% 0	9.09% 1	0.00% 0	18.18% 2	9.09% 1	9.09% 1	0.00% 0	0.00% 0	9.09% 1	11

- I don't have any employees.
- Finding skilled labor is an issue.

## #11 What should the region's focus be to address workforce shortages?

Answered: 6

Skipped: 5

- Support every single apprenticeship program going. Inform & encourage every business that could/should employ an apprentice to take one on. Or more than one. An apprentice that has a good experience will be far more likely to apprentice others in the future. Use any \$ to train employers in basic people management not in programs to study the workforce.
- More incentives.
- Housing is an issue in rural areas. You can't attract employees when there's nowhere to live in the area.
- No idea. That's your job.
- Attract new people to move to the area.
- Funding for employers to train young adults coming into the work force.



## #12 What are the 3 top areas of support that would be most helpful to your business right now?

Answered: 6

Skipped: 5

- Quit subsidizing one company over another. Success should not be based upon unfair competition. Loans only.
- Being rural, phone and internet services are spotty at best.
- Community support, community involvement, too many taxes.
- Grants that are truly helpful.
- Supply chain, lower fuel costs and industry red tape.
- Township support - weak in business support.
- A tourism strategy that supports all of the Leeds and Grenville/Thousand Islands/Rideau Lakes- off season is a great time to organize this.
- The cost of building materials to decrease - renos and upgrading are a substantial cost now.

## #13 What are your expectations for 2023?

Answered: 9

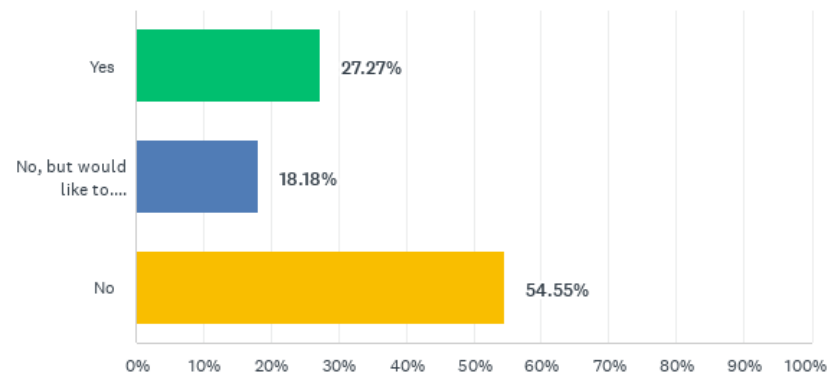
Skipped: 2

- No changes.
- Increase in sales both online and in our area.
- Hope to still be in business.
- We're just going to buckle up and hold on and hope for the best.
- Keep working hard, hope things change or we are done.
- I expect supply chain issues to resolve themselves.
- Continue with our solid base and increase 4-5 percent.
- It will be much worse.
- Low expectations due to worsening supply chain issues and increasing costs.

## #14 Do you currently receive the Leeds Grenville business eNewsletter?

Answered: 11

Skipped: 0



## #14 continued...

ANSWER CHOICES		RESPONSES
Yes		27.27% 3
No, but would like to. (please provide your contact information in #16)		18.18% 2
No		54.55% 6
TOTAL		11

## #15 Please provide any additional comments related to your business viability and your challenges as a business owner.

Answered: 3 Skipped: 8

- I do not foresee any changes. I will still offer Sustainable Governance workshops but fill my time with volunteering.
- Better phone and internet service.
- We are always the first be shut down for COVID it has pretty much killed our business.

## #16 If you would like to speak to someone regarding support available to business, or if you answered yes to question #8 or #14, please provide your contact information.

Answered: 5 Skipped: 6

ANSWER CHOICES		RESPONSES
Contact Name	Responses	100.00% 5
Business Name	Responses	100.00% 5
Contact Number	Responses	100.00% 5
Email	Responses	100.00% 5

## Additional Notes:

- Survey Timeframe: October 4, 2022 to October 30, 2022
- Survey Distribution: Businesses that were part the Counties Economic Development business directory, with active email addresses, received the survey directly. In addition, some members of Business Support Working Group distributed the survey through their membership lists and social media channels.

## Business Support Working Group:

### Municipalities

Athens | Augusta | Brockville | Edwardsburgh Cardinal | Elizabethtown-Kitley | Front of Yonge | Gananoque | Leeds and the Thousand Islands | Merrickville-Wolford | North Grenville | Prescott | Rideau Lakes | Westport

### MP / MPP

MP Office of Leeds-Grenville-Thousand Islands and Rideau Lakes  
MPP Office of Leeds-Grenville-Thousand Islands and Rideau Lakes

### Community Futures Development Corporations

1000 Islands CDC | Grenville CFDC | Valley Heartland CFDC

### Small Business Enterprise Centres

Leeds Grenville Small Business Centre  
Small Business Advisory Centre – Smiths Falls | Lanark

### Chambers of Commerce

1000 Islands Gananoque | Brockville and District | Lyndhurst, Seeley's Bay & District | Merrickville and District | North Grenville | South Grenville

### BIAs

Downtown Brockville | Downtown Gananoque | Downtown Prescott | Old Town Kemptville

### Employment Services

CSE Consulting | Employment and Education Centre | KEYS Job Centre

### Other Business & Education Agencies

Regional Tourism Organization 9 | St. Lawrence Corridor Economic Development Commission | Eastern Ontario Workforce Innovation Board | St. Lawrence College | Kemptville Campus Education and Community Hub

## THANK-YOU!

On behalf of the Business Support Working Group, I would like to thank each business who took the time to complete the survey. Members of the Working Group will be reaching out to assist businesses who indicated they would like assistance. The Working Group contact list is available on the webpage, along with any new programs and resources as they become available.

Ann Weir, Economic Development Manager  
United Counties of Leeds and Grenville

W: [invest.leedsgrenville.com/reportsandplans](https://invest.leedsgrenville.com/reportsandplans) | E: [ann.weir@uclg.on.ca](mailto:ann.weir@uclg.on.ca)